

"Far better it is to dare mighty things, to win glorious triumphs, even though checkered by failure, than to take rank with those poor spirits who neither enjoy much nor suffer much, because they live in the gray twilight that knows not victory nor defeat."

Teddy Roosevelt

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First Edition

The Utah Division of Business and Economic Development focuses much of its efforts on the expansion and retention of Utah businesses. This is the first of a series of monthly newsletters to update key elected and industry officials on our efforts in rural Utah.

Your Rural Team

The Utah Division of Business and Economic Development (DBED) has organized a team within its Business Expansion and Retention Program dedicated solely to the needs of rural Utah. The Team Leader is Ed Meyer who coordinates the activities of Les Prall, Bim Oliver, and Richard Leyba. The work of these gentlemen is supplemented by the efforts of the Procurement Technical Assistance Centers, the Utah Small Business Development Centers, the Utah Rural Development Council, the Utah Center of Rural Life, and the Utah Enterprise Zone Program. Each of these programs is funded through the Business Expansion and Retention Program and is considered as a member of your Rural Team. The Rural BEAR Newsletter will highlight how these team members support Utah's rural business community.

Rural Resource of the Month



If you need to know anything, and we do mean anything, about conducting business in Utah, business.utah.gov is the place to go. In addition to information about starting, running, relocating, and closing a business in Utah, businesses can also meet all of their state registration requirements through one on-line service. Go to <http://www.utah.gov/business> today!

On Utah's Main Streets

Bim Oliver is your Rural Team member coordinating the Utah Pioneer Communities/Main Street Program (<http://dced.utah.gov/pioneer>). This program is dedicated to sustaining prosperous Main Street businesses in Utah's small communities. The 2nd Annual Main Street Conference in Richfield will be held on September 25-26, 2003. The theme is Main Street – Back in Style. It is Utah's premiere Main Street Conference focusing on revitalizing downtowns and increasing economic activity in communities. Speakers include Robert Kirby, Rick Sline, and Ken Stone. A sample of session topics include:

Getting To Know Us



Ed Meyer

Ed Meyer is the Team Leader for your Rural Team. He is the Director of the Utah Smart Site Program and the Associate Director for DBED's Business Expansion and Retention Program. Ed was born into an Southern Illinois farming family and raised in a small sawmill town in northern California. After serving four years in the Navy during the Vietnam War, he received a B.S. Degree in Anthropology from the Univeristy of Utah, a Masters Degree in Public Administration from BYU and a Fellowship from Harvard University. Ed was Mt. Pleasant's City Manager for five years where he also served as the Planning Commission Chairman. For the past twenty years, Ed has worked for DBED focusing on the economic development needs of rural Utah. He is honored to be the only public employee to receive the Utah Small Cities, Inc. "Friend of Rural Utah Award". Ed and his wife Kathy have purchased a lot in Kanab where they soon plan to retire.

- Generating a Useable Market Analysis
- Carefree Highway: Working Together with UDOT
- "That Building Ain't Just Old; it's Historic!"
- "No Way! Downtown Events That Actually Work?"
- The Whole Enchilada: Planning for Healthy Community Growth

For more information , call 435-896-4241

Technology and Rural Utah

Ed Meyer directs the Utah Smart Site Program (<http://smartsites.utah.gov>) and Les Prall is the program's Marketing Director. The Utah Smart Site Program recently received the 2003 Award for Excellence in Economic Development. This award, presented by the U.S. Department of Commerce's Economic Development Administration, recognized the Utah Smart Site Program as the most innovative economic development initiative in the nation. The 33 Smart Site businesses located throughout rural Utah have created 700 new jobs in just over two years.

Through a grant from the U.S. Department of Labor and the Utah Department of Workforce Services, ten Smart Sites are now offering free online technology courses to individuals from low-income families. Choices range from basic courses on how to use computers and the Internet to pre-certification courses in advanced technology fields. These award-winning courses were developed by LearnKey, a St. George Smart Site. For more information, call Les Prall at (801) 538-8804.

Business To Business (B2B)

B2B is a term you will be hearing more and more every day. Richard Leyba is the Rural Team Leader for the Rural B2B (Business To Business) Program. One Utah's economic development tragedies is that Utah firms too often go outside of Utah for subcontractors. The Rural B2B Program will match contractors having a subcontracting need with rural businesses qualified to perform the work. Utah Small Cities, Inc., an association of rural Utah economic development professionals, is working with Richard to complete a pilot project by the end of 2003. For information, call Richard Leyba at (801) 538-8651.

SBDCs- Brought To You By . . .

You may have experienced the outstanding small business counseling available to rural entrepreneurs at one of Utah's rural Small Business Development Centers (SBDCs) or even participated in one of their NxLevel Business Training Courses. When you visit your local Small Business Development Center, who do you think is responsible for this valuable resource being available to you? Most likely you think of the SBA or the college or agency within which the SBDC is located...and you are correct. What you may not know is that the SBA requires matching funds for their SBDC grants and that this match is provided by DCED's Business Expansion and Retention Program. We are proud to acknowledge the rural SBDCs as part of our Rural Team. (<http://www.slcc.edu/sbdc>)

DBED's Rural Team

Ed Meyer
Team Leader
(801) 538-8781

Les Prall
Utah Smart Sites
(801) 538-8804

Bim Oliver
Main Street Program
(801) 538-8638

Richard Leyba
B2B/Rural BEAR
(801) 538-8651

Other DBED Staff With Rural Duties

Carey Wold
PTAC Rural 8(a) Specialist
(801) 538-8858

Jonnie Wilkinson
Enterprise Zones
(801) 538-8782

Also On Our Team

Utah Center for Rural Life
(435) 586-5418

**Utah Rural Development
Council**
(435) 586-7852

Logan SBDC
(435) 797-2277

Uintah Basin SBDC/PTAC
(435) 789-6100
(435) 722-2294

Price SBDC/PTAC
(435) 637-7336

Moab SBDC
(435) 259-3622

San Juan County SBDC
(435) 678-2201 Ext. 102

Dixie Alliance SBDC/PTAC
(435) 652-7741
(435) 652-7751

Cedar City SBDC/PTAC
(435) 586-5400

6 County AOG PTAC
(435) 896-9222

Bear River AOG PTAC
(435) 752-7242

We're on the Web!

<http://dc.ed.utah.gov>

Chasing Federal Dollars

Utah Procurement Technical Assistance Centers (PTACs) help businesses throughout rural Utah in their efforts to secure federal contracts. Leadership and the federal matching funds required to support this important program are provided through DBED's Business Expansion and Retention Program.

Of particular note is the work of Carey Wold, PTAC's Rural 8(a) Specialist, with Utah's American Indian Tribes. In addition to providing continuing marketing help for the Northern Utah Indian Tribe's Uintah River Technology, Carey has helped establish Suh'dutsing Technologies, LLC, owned by the Cedar Band of the Paiute Indian Tribe, and NWB Technologies, Inc., owned by the Northwestern Band of the Shoshone Nation. All three tribally-owned businesses are Utah Smart Sites using the SBA's 8(a) Program to pursue IT-related federal contracts. (<http://dc.ed.utah.gov/procure>)

Utah Rural Summit

DBED is honored, as it has been since the Summit's inception, to have co-hosted the Utah Rural Summit. This year's Summit was held at Southern Utah University on August 6th to August 8th. The conference theme was "Collaborative Land Use Planning in the Intermountain West", a topic of critical importance to more than 300 rural leaders in attendance. (<http://utahreach.usu.edu/rosie/summit>).



Kicking off the conference was Governor Michael Leavitt whose message set the tone for the event. "After three decades of polarization, conflict, cultural division, litigation, economic uncertainty and expense, it's time for a sensible solution."

2003 Rural Impact Award

The Utah Rural Development Council (URDC) is another of the rural initiatives that receives matching funds required to receive federal monies from DBED. This organization, under the direction of Scott Truman, performs an invaluable service in pulling state, federal, local, tribal, not-for-profit, and for-profit partners together to address rural issues that cross agency boundaries. (<http://utahreach.usu.edu/urdc/>)

Recently Scott Truman received a standing ovation and the "2003 Rural Impact Award" from the National Rural Development Partnership (NRDP) for the efforts of URDC. The award is an acknowledgement for innovation in saving rural jobs and bolstering rural economies by saving jobs lost to a mill closure in the rural community of Escalante, Utah. Working in conjunction with state forestry organizations, local governments, and economic development partners, the Utah Rural Development Council helped facilitate the purchase of the small logging mill, reinstituting 100 jobs and helping manage the threat of forest fires, not to mention preserving the economic life of Escalante.

